

# SBA Buffalo District News

Volume 5, Issue 11 – AUGUST 2004

FRANKLIN J. SCIORTINO, DISTRICT DIRECTOR

1311 FEDERAL BUILDING, 111 WEST HURON STREET, BUFFALO, NY 14202

## Inside This Issue

SBA Seeks Nominations  
for SBW 2005 1

Lender Update by  
Dollars 2

WBC at Canisius  
Offers Counseling 2

Lender Update by  
Numbers 3

Upcoming SCORE  
Workshops 3

E-Procurement Tools  
By Alan Steinberg 4

## National Small Business Week 2005

Please submit  
any award  
nominations to  
the SBA Buffalo  
District Office  
by December 3,  
2004. To request  
guidelines,  
please call (716)  
551-3249.

## SBA SEEKS NOMINATION FOR 2005 'SMALL BUSINESS PERSON OF THE YEAR'

**BUFFALO, NY** – Do you or someone you know have what it takes to become America's "Small Business Person of the Year" for 2005? If so, the U.S. Small Business Administration (SBA) wants to hear from you. But you'd better act quickly since the deadline for nominations is December 3, 2004.

Each year since 1963, the President has designated one week as National Small Business Week in recognition of the small business community's contributions to the American economy. Small businesses today, some 23 million strong, generate more than 57 percent of all sales in this country, 50 percent of our domestic private sector output and about 55 percent of all innovations. Small businesses also lead the nation in job creation, providing approximately two-thirds of all new jobs.

Business owners from every state, the District of Columbia, Puerto Rico, the Virgin Islands and Guam, who have been named as their state's "Small Business Person of the Year," travel to Washington for three days of small business-related activities and meetings that typically include high-level government officials. This same pool of winners also vies for the national honor of "Small Business Person of the Year."

Traditionally, the national winner is announced by the President of the United States during a White House ceremony. In addition to receiving nationwide recognition, the media often identifies the winner as a spokesperson on local and national small business issues.

Each state's Small Business Person of the year must meet criteria, which include staying power, growth in employment, increase in sales/unit volume, innovation, response to adversity, and evidence of contributions to his/her community.

Advocate awards are also presented to persons who have used their professional skills or personal talents to further public understanding and awareness of small business. Candidates must have taken an active role in creating opportunities to promote the interests of small business. Advocate categories include Women in Business, Minority, Veteran, Family Business, Home-Based Business, Financial Services, and Journalist. An advocate winner may or may not be an entrepreneur.

Also, special awards are also presented to the Small Business Exporter and Young Entrepreneur of the Year. Large companies that started as small businesses are also honored with the Entrepreneurial Success Award.

Nominations in the Small Business Person of the Year, Advocates of the Year and special Small Business Week award categories can be made by any individual, or organizations such as professional and trade associations, business organizations, chambers of commerce, banks, or a small business' employees.



# *Lender Update Participation By Dollars*

## **BUFFALO DISTRICT ALL 7(A) LOAN PROGRAMS JULY**

<b>LENDER</b>	<b># of LOANS</b>	<b>\$ AMOUNT</b>
1. M & T BANK	68	\$12,828,700
2. HSBC BANK USA, N.A.	100	\$11,654,600
3. KEYBANK NATIONAL ASSOCIATION	27	\$6,840,000
4. FIRST NIAGARA BANK	38	\$4,429,500
5. WYOMING COUNTY BANK	34	\$4,026,500
6. UPS CAPITAL BUSINESS CREDIT	4	\$2,450,000
7. NYBDC	2	\$1,850,000
8. BUSINESS LOAN CENTER, LLC	2	\$1,676,000
9. THE BANK OF CASTILE	13	\$1,548,761
10. CIT SMALL BUSINESS LENDING	3	\$1,312,000
11. INDEPENDENCE BANK	5	\$830,000
12. ADVANTAGE CAPITAL FUNDING	1	\$800,000
13. CAPITAL ONE FSB	22	\$795,000
14. FIRST TIER BANK & TRUST	4	\$717,000
15. JAMESTOWN SAVINGS BANK	3	\$660,000
16. WACHOVIA SBA LENDING, INC.	1	\$586,000
17. COMERICA BANK	1	\$547,000
18. EVANS NATIONAL BANK	2	\$525,000
19. STEUBEN TRUST COMPANY	2	\$280,000
20. FLEET NATIONAL BANK	12	\$309,700
21. COMMUNITY BANK, N.A.	4	\$313,000
22. CITIBANK, N.A.	4	\$200,000
23. GREATER BUFFALO SAVINGS BANK	2	\$184,000
24. NATIONAL BANK OF GEVENA	1	\$150,000
25. BUSINESS LENDERS, LLC	1	\$150,000
26. BANCO POPULAR NORTH AMERICA	1	\$135,000
27. JPMORGAN CHASE BANK	1	\$100,000
28. BANK OF AKRON	1	\$20,000
29. NATIONAL CITY BANK	1	\$10,000

## **WOMEN'S BUSINESS CENTER COUSELING SESSIONS SUMMER 2004**

**WHAT:** Access to banking, legal, accounting, marketing, finance, and insurance professionals. These sessions will be held weekly, and will be free of charge. Bring your questions. These sessions are designed to benefit your business.

**SCHEDULE:** All sessions will be held at the Women's Business Center from 12-1:00 p.m.

**Visit the WBC website at : [www.canisius.edu/wbc](http://www.canisius.edu/wbc) for a complete listing of speakers and their expertise in small business.**

The U.S. Small Business Administration (SBA) Cooperative Agreement is partially funded by the SBA. SBA's funding is not an endorsement of any products, opinions, or services. All SBA funded programs are extended to the public on a nondiscriminatory basis.



# *Lender Update* *Participation By Numbers*

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## **Marketing and Advertising Your Product**

OPCS Federal Credit Union  
S4000 North Buffalo Road  
Orchard Park, NY 14127

Wednesday, August 11, 2004; 8:30 AM - 12:30 PM \$25

This is a marketing and advertising workshop for individuals planning to start a new business and for those wanting to grow and expand their existing business.

## **Starting and Managing Your Business**

Lackawana Public Library  
560 Ridge Road  
Lackawana, NY 14218

Wednesday, August 18, 2004; 8:30 AM - 4:30 PM

\$25 - Includes coffee and donuts.

You will learn about marketing research, marketing, business planning, insurance, federal and state taxes, legal structures, government resources, financing, counseling and more. Representatives from the private sector, SCORE, and government agencies will make presentations. SCORE members will be available for counseling if desired.

# SBA *It's Your Business*

## SMALL FIRMS TAKE ADVANTAGE OF E-PROCUREMENT TOOLS

by Alan J. Steinberg, Region 2 Regional Advocate

A new study indicates that small firms may rely more on e-procurement tools for obtaining federal contracts than do their larger counterparts. Dr. Chad Moutray, Chief Economist for the Office of Advocacy released the study's findings and recommendations at the Business Matchmaking Workshop Plus+++ session in Detroit on June 29, 2004.

Small businesses are clearly taking advantage of the federal government's newer e-procurement tools and simplified acquisition procedures. These e-tools and the SBA's Business Matchmaking sessions are helping fulfill President Bush's commitment to save taxpayers dollars by ensuring full and open competition to government contracts.

Among their findings, the report's authors noted that certain barriers appear to prevent small businesses from more effective use of e-procurement. These include shifts in the government's e-procurement system, the expense of monitoring procurement offerings, and confusion over multiple points of entry to procurement systems.

Successful selling to the federal government begins with certainty about how the government intends to purchase products and services from potential suppliers. The federal government has altered its course many times over the last decade, beginning with electronic data interchange, then moving toward Internet-based postings via numerous individual portals. It has now arrived at a single interface, FedBizOpps, an Internet-accessible site where all opportunities are to be posted.

The researchers developed several policy recommendations to facilitate small businesses' use of e-procurement. They suggest that current e-government initiatives must include substantial training for procurement officers and employees, so that e-commerce tools will be used to their full potential. In addition, policy makers should target industries that lag in their adoption of e-commerce and work with trade groups to offer support and training to small businesses in those industries.

The Office of Advocacy funded the report, *Trends in Electronic Procurement and Electronic Commerce and Their Impact on Small Business*, which was written by Innovation & Information Consultants. The study is available at: <http://www.sba.gov/advo/research/rs240tot.pdf> and the research summary to the report is located at: <http://www.sba.gov/advo/research/rs240.pdf>. For questions regarding this study please feel free to contact Major Clark or Chad Moutray at: (202) 205-6533.

# SBA Buffalo

# District Newsletter

U.S. Small Business Administration



U. S. Small Business Administration  
111 West Huron Street, Rm. 1311  
Buffalo, New York 14202  
[sba@buffalo.com](mailto:sba@buffalo.com)

«FIRST\_NAME» «LAST\_NAME»  
«TITLE»  
«COMPANY»  
«ADDRESS»  
«M\_2nd\_Address»  
«CITY», «STATE» «ZIP»